



Doing Business with the U.S.



Wed, 3rd April 2019

US Consulate General, Mumbai BKC

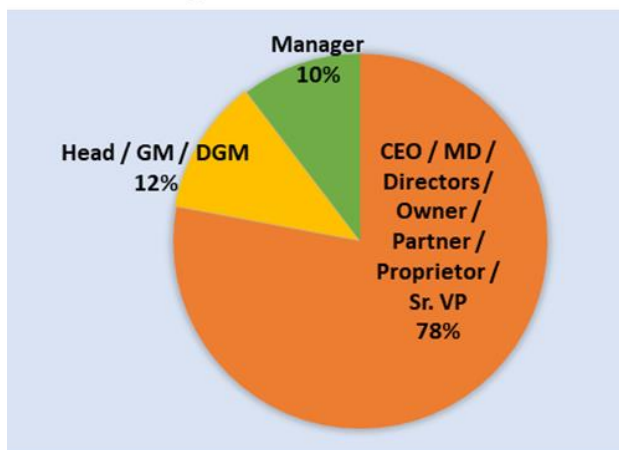
1.30pm onwards

The **U.S. INDIA IMPORTERS' COUNCIL (USIIC)** and **U.S. COMMERCIAL SERVICE (USCS)** Co-hosted the “**Doing Business with the U.S.**” Seminar at the US Consulate General, Mumbai BKC on Wednesday, 3rd April 2019 with the objective of acquainting the participants with prospects of “**Doing Business with the U.S.**” through presentations by professionals & U.S. Consulate personnel.

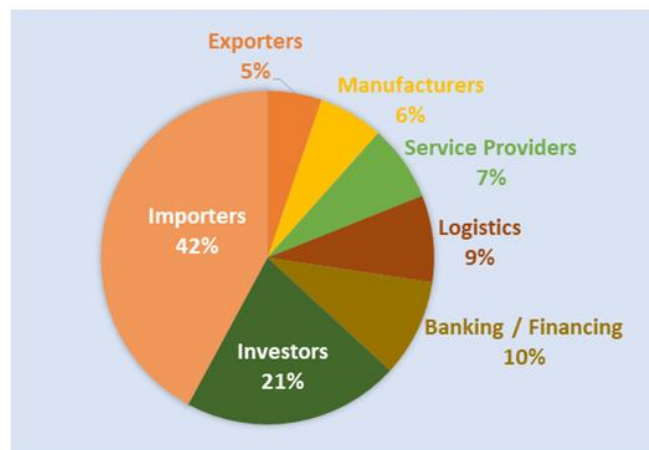


90 people registered for the seminar.

Registered Attendees



Sectors



Companies registered for the seminar

- ✓ Abha Enviro Care P. Ltd.
- ✓ Aibrid Importers and Distributors P. Ltd.
- ✓ Amplifi Business Incubation Services P. Ltd.
- ✓ Antraweb Technologies P. Ltd.
- ✓ Arshiya Limited
- ✓ Babaji Shivram Clearing & Carriers P. Ltd.
- ✓ BookMyParts Networks P. Ltd.
- ✓ Cermet Resistronics P. Ltd.
- ✓ Clear Cargo Logistik P. Ltd.
- ✓ Enarr Group
- ✓ Excel Trade
- ✓ Firetech Equipment & Systems P. Ltd.
- ✓ HD Fire Protect P. Ltd.
- ✓ Husys Consulting Ltd.
- ✓ J R Laddha Financial Services P. Ltd.
- ✓ Jhanvi Earthmovers
- ✓ Kamrup Trade & Agency
- ✓ Karrimore Conveyor Systems P. Ltd.
- ✓ KNAV
- ✓ Luxavera Ventures
- ✓ MAN Logistics (I) P. Ltd.
- ✓ Menzel Vision & Robotics P. Ltd.
- ✓ Natsun Technology Services P. Ltd.
- ✓ Newtronic Lifecare Equipments P. Ltd.
- ✓ Noble Firetech Engineers P. Ltd.
- ✓ Prakash Industries & Investments P. Ltd.
- ✓ Pyramid Industries
- ✓ Radhakrishna Group of Industries
- ✓ Semiton India
- ✓ Suru Chemicals & Pharmaceuticals P. Ltd.
- ✓ Titan Sea and Air Services P. Ltd.
- ✓ Virtuoso Projects & Engineers P. Ltd.
- ✓ West End Export
- ✓ Advanced Computers & Mobiles India P. Ltd.
- ✓ AIIPLTECH P. Ltd.
- ✓ AMRL Hitech City P. Ltd.
- ✓ Apple Energy P. Ltd.
- ✓ Associated Global Logistics P. Ltd.
- ✓ BDO India LLP
- ✓ Ceekay Logistics P. Ltd.
- ✓ CGS Infotech Soutlions P. Ltd.
- ✓ Doo Digital, INC
- ✓ Essar Foundation
- ✓ Exponential
- ✓ Global Enersol Technologies P. Ltd.
- ✓ Hinditron Group of Companies
- ✓ Infotech Junction Inc.
- ✓ Jayesh Industries Ltd.
- ✓ K V Fire Chemicals (India) P. Ltd.
- ✓ Kanashi Biotech P. Ltd.
- ✓ Keystone Investments
- ✓ LivRite Foods LLP
- ✓ Maersk Line India P. Ltd.
- ✓ MB Ashtekar Jewellers P. Ltd.
- ✓ Mukat Group
- ✓ Nautrica Exports P. Ltd.
- ✓ Nextech Electronics October Ltd.
- ✓ Perk Mercantile P. Ltd.
- ✓ Premier InfoAssists P. Ltd.
- ✓ R. E. Rogers India P. Ltd.
- ✓ Samarth Aircon P. Ltd.
- ✓ Seven Seas International
- ✓ Swastik Synergy Engineering P. Ltd.
- ✓ VAG Buildtech Ltd.
- ✓ VRAJ Packaging P. Ltd.
- ✓ Yes Bank Ltd.

Event Summary:

Ms. Carla Menendez, Acting Principal Commercial Officer serving at the U.S. Consulate General in Mumbai. Welcomed the gathering and updated the attendees on the role of the USCS, their mission and India operations.



USIIC Director and Chairman **Mr. C. Venkataramana**, MD and Co-Founder of VAG Buildtech Ltd. in his address briefly introduced USIIC, as a unique organization born out of the conviction that import is as important as export. USIIC was the brain child of several like-minded Indian importers from the U.S. who realized the importance of networking and connecting with the U.S. Commercial Services. USIIC formed with active support from the American Consulate General and several leading import houses in Mumbai. A radically new idea that looks at imports as a key success for increasing exports from India.

As an association USIIC has organized several events & seminars with leading officials from the Ministry, U.S. Government Officials and other leading industry experts focusing on current industry related matters such as IPR, Free Trade Warehousing Zones, GST, Roads & Ports Infrastructure, Importing from the U.S., Doing Business in India and challenges in the Indian logistics space. A presentation on USIIC's timeline was played.

Signing of the SelectUSA Partnership Agreement between the USCS and USIIC.

USIIC promotes [SelectUSA](#) Investment Summit from June 10-12, 2019 by signing up as Recruitment Partner with @USCSIndia Mumbai. SelectUSA Partnership Agreement between the USCS and USIIC signed by Ms. Carla Menendez (Acting Principal Commercial Officer, USCS) and Mr. C. Venkataramana (MD, VAG Buildtech Ltd / Chairman & Director, USIIC)



Ms. Jigna Mehta, Commercial Specialist, USCS enlightened us on **SelectUSA - Facilitating Indian Investment in the United States**. Established in 2011, **The SelectUSA Investment Summit** promotes the United States as the world's premier investment destination and connects qualified foreign firms with U.S. economic development organizations (EDOs) to facilitate business investment and job creation. The 2019 Summit will bring together investors from all over the world and economic development organizations from every corner of the United States. **Ambassador Kenneth Juster will be leading the India delegation this year!**

The Investment Summit draws high-caliber attendees to help you make connections and get started on business deals:

– EDOs on site to share **business location intelligence**. – **Pre-vetted potential investors** actively seeking business opportunities in the US. – Relevant service

providers that can help investment **possibilities become realities**. – C-Suite executives and government officials who can discuss the latest **policy and business trends**.

The Investment Summit is also an informational platform to learn about the U.S. business environment, industry trends, and new opportunities. www.SelectUSASummit.us | #SelectUSASummit

Mr. David Willey from the U.S. Consulate helped the attendees through the **U.S. Visa Process - the Do's and Don'ts**.



Mr. Pranay Bhatia, Partner Tax and Regulatory Services, BDO India spoke on **Investing in USA – Key Tax Considerations**. His presentation was based on the following points:



- Entry Options (Corporate Entity, Non Corporate Entity),
- Taxation (Direct Tax, Indirect Tax, Federal Taxation, Corporate Tax, Transfer Pricing, State & Local Taxation, Other Taxes),
- Tax Structuring Considerations (Direct Investment in US Company, Investment in US through Intermediate Holding),
- India Outbound – Key Tax & Regulatory Considerations (Indian Foreign Exchange Regulations, Indian Direct Tax & Corporate Law, Structuring Aspects).

Thriving in the new era of Globalization is the specialty of **Mr. RK Pillai**, Managing Director, Aiipitech Pvt. Ltd. & USIIC Founder Director. He shared his experience and understanding on how to **Work successfully with U.S. companies**, their expectation and how to deal with their questions and the proper answers to convert queries into business.



Mr. Ajay Yadav, Senior Vice President, Yes Bank Ltd. enlightened us on **New Instruments in Trade Financing** through his presentation focused on

- Import financing - Alternate to traditional buyer's credit
- MSME App - Yes Bank special offering to micro & small enterprises

USIIC Founder Director **Mr. Saurabh Sonawala**, MD, Hinditron Group of Companies, delivered the **Vote of Thanks**.

